

Golf Course Market Range II Survey
Special Tournament Fees
February 2005

Course	Special Tournament Fee	Payment of Fee Provides:	Net Return to Operator
Boulder Creek	\$8.00	\$8 Merchandise Gift Certificate	\$2.40
Chuck Corrica	\$6.00	\$6 Merchandise Gift Certificate	\$1.80
Diablo Creek	\$6.00	\$6 Merchandise Gift Certificate	\$1.80
Las Positas	\$5.00	\$5 Merchandise Gift Certificate	\$1.50
Palo Alto**	\$8.00	\$8 Merchandise Gift Certificate	\$2.40
	\$1.00	One Reservation Fee	\$1.00
Poplar Creek	\$6.00	\$6 Merchandise Gift Certificate	\$1.80
San Jose	\$3.50	One Reservation Fee	\$3.50
San Ramon Royal Vista	\$10.00	\$10 Merchandise Gift Certificate	\$3.00
Santa Teresa	\$5.00	\$5 Merchandise Gift Certificate	\$1.50
Santa Clara	\$5.00	\$5 Merchandise Gift Certificate	\$1.50
Shoreline**	\$6.00	\$6 Merchandise Gift Certificate	\$1.80
	\$1.00	One Reservation Fee	\$1.00
Skywest	\$5.00	\$5 Merchandise Gift Certificate	\$1.50
Spring Hills	\$5.00	\$5 Merchandise Gift Certificate	\$1.50
Spring Valley*	\$6.00	One Reservation Fee	\$6.00
Summit Pointe	\$5.00	\$5 Merchandise Gift Certificate	\$1.50
Sunnyvale (Approved 4/1/05)	\$2.00	One Reservation Fee	\$2.00
Sunnyvale (Proposed)	\$2.50	One Reservation Fee	\$2.50
Sunol	\$7.00	\$7 Merchandise Gift Certificate	\$2.10
Tilden Park	\$5.00	\$5 Merchandise Gift Certificate	\$1.50

Where merchandise gift certificate purchases are required, net return is based on a 30% profit margin on the sale of related golf merchandise.

*Note 1: Spring Valley appears to be an anomaly in this survey, as the fee collected returns a significantly larger amount than other courses in this group.

**Note 2: Palo Alto & Shoreline collect two different types of fees from each tournament. Their total net return is the sum of these two returns.